



CANNON BUILDING
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**STATE OF DELAWARE
REAL ESATE COMMISSION
REAL ESTATE EDUCATION COMMITTEE**

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, June 1, 2017 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

MINUTES FOR APPROVAL: July 6, 2017

MEMBERS PRESENT

Barbara Brodoway, New Castle County, Public Member, Chairperson
Michael Rushe, Kent County, Public Member, Vice-Chairperson
Donna Klimowicz, New Castle County, Professional Member
Chrissy Steele, Sussex County, Professional Member
Debbie Oberdorf, Kent County, Professional Member

MEMBERS ABSENT

Tom Burns, Kent County, Professional Member
Denise Tatman, Sussex County, Public Member
Sal Sedita, Sussex County, Professional Member

DIVISION STAFF

Devashree Brittingham, Executive Director

OTHERS PRESENT

There were no others present

CALL TO ORDER

Ms. Brodoway called the meeting to order at 9:39 a.m.

REVIEW OF MINUTES

Ms. Klimowicz moved, seconded by Mr. Rushe, to approve the minutes from the April 6, 2017 meeting as written. By unanimous vote, the motion carried.

UNFINISHED BUSINESS

Review of Tabled Application(s)

The Committee reviewed the previously tabled course provider and instructor applications below:

CMPS Institute, LLC

Cash Flow Planning for Real Estate Investors – **Approved**

Module(s): 7

Credit Hours: 3

Mortgage Math Camp – **Approved**

Module(s): 7

Credit Hours: 3

Mortgage & Real Estate Taxation – **Approved**

Module(s): 7

Credit Hours: 3

The CE Shop, Inc.

Personal Safety – **Denied**

Module(s): 7

Credit Hours: 3

Home Sweet (Second) Home: Vacation, Investment, Luxury Properties – **Approved**

Module(s): 7

Credit Hours: 3 only

Accredited Buyer's Representative (ABR) Designation Course – **Approved**

Module(s): 6 and 7

Credit Hours: 6 only (3 hours each module)

Seller Representative Specialist (SRS) Designation Course – **Approved**

Module(s): 6 and 7

Credit Hours: 6 only (3 hours each module)

George Brancati - Approved

Pre-License Course(s): Real Estate Law

Ms. Klimowicz moved, seconded by Mr. Rushe, to approve the above tabled course provider applications. By unanimous vote, the motion carried.

Review of final draft notification for NAR Ethics Course

The Committee reviewed the final draft of the NAR Ethics letter Ms. Steele moved, seconded by Ms. Klimowicz, to approved the NAR ethics notification letter with the amendment to add "Code of" in the first sentence. By unanimous vote, the motion carried.

NEW BUSINESS

Update from Commission

There was no update from the Commission to provide.

Review of Course Provider Application(s)

Ms. Klimowicz moved, seconded by Mr. Rushe, to recommend approval, denial, or tabling, of the following course provider applications as noted below. By unanimous vote, the motion carried.

Long & Foster Institute of Real Estate

Delaware Landlord-Tenant Code **Approved**

Module(s): 6

Credit Hours: 3

McKissock, LLC

How is the Legalization of Marijuana Affecting the Real Estate Market **Approved**

Module(s): 7

Credit Hours: 3

360training.com, Inc.

Bad Loans - Predatory and Fraud **Approved**

Module(s): 7

Credit Hours: 3

Community Ethics **Approved**

Module(s): 2

Credit Hours: 3

Qualifying Buyer and Property **Approved**

Module(s): 6 or 7

Credit Hours: 3

New Castle County Board of REALTORS

Real Estate "Jeopardy" - Office Management and Legislative Issues **Approved**

Module(s): 4

Credit Hours: 3

Agency & Fair Housing - A Professional Double Hitter **Approved**

Module(s): 1

Credit Hours: 3

Legislative Issues for REALTORS **Approved**

Module(s): 5

Credit Hours: 3

Psychology of People When Buying and Selling Real Estate **Approved**

Module(s): 7

Credit Hours: 3

Association of Realtors School

Construction Basics **Approved**

Module(s): 7

Credit Hours: 3

Federal Tax Strategies for Commercial Real Estate **Approved**

Module(s): 6 or 7

Credit Hours: 3

Property Management & Managing Risk **Approved**
Module(s): 6 and 7
Credit Hours: 6

Real Estate Finance Today **Approved**
Module(s): 7
Credit Hours: 3

Real Estate Negotiation Expert (RENE) **Approved**
Module(s): 6 and 7
Credit Hours: 6 (3 hours each module)

Real Estate Institute of Delaware
Professionalism in Your Career **Approved**
Module(s): New Licensee Module 4
Credit Hours: 3

The CE Shop, Inc.
Marketing, Advertising, and Social Media Compliance **Approved**
Module(s): 7
Credit Hours: 3

Code of Ethics in Action: Real-Life Applications **Approved**
Module(s): 2
Credit Hours: 3

NAR Green Day 1: Resource-Efficient Homes: Retrofits, Remodels, Renovations, and New Construction **Approved**
Module(s): 6 & 7
Credit Hours: 6 (3 hours each module)

NAR Green Day 2: Representing Buyers and Sellers of Resource-Efficient Homes **Approved**
Module(s): 6 & 7
Credit Hours: 6 (3 hours each module)

Council of Residential Specialists (CRS)
CRS 103: Mastering Your Time to Achieve Your Goals **Approved**
Module(s): 6 & 7
Credit Hours: 6

CRS 120: Converting Leads Into Closings **Approved**
Module(s): 6 & 7
Credit Hours: 6

CRS 121: Win-Win Negotiation Techniques **Approved**
Module(s): 6 & 7
Credit Hours: 6

CRS 122: Building A Team to Grow Your Business **Approved**
Module(s): 6 & 7
Credit Hours: 6

CRS 123: Mastering Relevant, Consumer-Focused Marketing **Approved**
Module(s): 6 & 7
Credit Hours: 6

CRS 124: Turning New Homes Into Ongoing Revenue **Approved**
Module(s): 6 & 7
Credit Hours: 6

CRS 125: Zero to 60 Home Sales A Year (and Beyond) **Approved**
Module(s): 6 & 7
Credit Hours: 6

CRS 126: 7 Things Successful Agents Do Differently: A Proven Business System **Approved**
Module(s): 6 & 7
Credit Hours: 6

CRS 127: Succession Planning: Building, Valuing, and Selling Your Business **Approved**
Module(s): 6 & 7
Credit Hours: 6

CRS 200: Business Planning and Marketing for the Residential Specialist **Approved**
Module(s): 6 & 7
Credit Hours: 6

CRS 201: Listing Strategies for the Residential Specialist **Approved**
Module(s): 6 & 7
Credit Hours: 6

CRS 204: Buying and Selling Income Properties **Approved**
Module(s): 6 & 7
Credit Hours: 6

CRS 206: Technologies to Advance Your Business **Approved**
Module(s): 6 & 7
Credit Hours: 6

CRS 210: Building An Exceptional Customer Service Referral Business **Approved**
Module(s): 6 & 7
Credit Hours: 6

CRS 202: Effective Buyer Sales Strategies **Approved**
Module(s): 6 & 7
Credit Hours: 6

CRS 205: Financing Solutions to Close the Deal **Approved**
Module(s): 6 & 7
Credit Hours: 6

Omega Real Estate School
Legislative Issues **Approved**
Module(s): 5
Credit Hours: 3

Introduction to Professional Property Management **Approved**
Module(s): 6
Credit Hours: 3

Wooding Real Estate School
Professional Standards in Real Estate **Approved**
Module(s): New Licensee Module 1
Credit Hours: 3

Buyer Clients **Approved**
Module(s): New Licensee Module 2
Credit Hours: 3

Listing Agreement and Other Listing Documents **Approved**
Module(s): New Licensee Module 3
Credit Hours: 3

The Golden Standard, RE Professionalism **Approved**
Module(s): New Licensee Module 4
Credit Hours: 3

Sussex County Association of REALTORS
Delaware Real Estate Pre-Licensing **Approved**
Module(s): Pre-Licensing
Credit Hours: 99

Delaware Real Estate Broker's Licensing **Approved**
Module(s): Broker's Licensing Course
Credit Hours: 99

Mobile Homes, Manufactured Homes & Modular Homes the "Ins & Outs" **Approved**
Module(s): 6 or 7
Credit Hours: 3

DSHA Homeownership Financing Programs **Approved**
Module(s): 7
Credit Hours: 3

NAR Ethics **Approved**
Module(s): New Salesperson Module 1; Continuing Education Module 2
Credit Hours: 3

Legal Issues for Rental Agents & Brokers **Approved**
Module(s): 5
Credit Hours: 3

Review of Instructor Applications

Ms. Klimowicz moved, seconded by Ms. Oberdorf, to recommend approval, denial, or tabling, of the following instructor applications as noted below. By unanimous vote, the motion carried.

Bill Gallagher **Approved**
Continuing Education: Module 7 (How is the Legalization of Marijuana Affecting the Real Estate Market)

William Patterson **Approved**

Continuing Education: Modules 4, 5, 6 and 7 (Real Estate Investment Fundamentals; Charitable Gifting Through Donation of Real Estate)

Broker's Course(s): Real Estate Investment

Erica Wolfe, Esq. **Approved**

Continuing Education: Module 7 only

James Curran **Approved**

Continuing Education: New Salesperson Modules 1 and 2; Modules 1, 3, 5

Pre-Licensing Course(s): Real Estate Law

Broker's Course(s): Legal and Governmental Aspects of Real Estate

Ronald DeLuca **Approved**

Continuing Education: Modules 6, 7 (Zoning and Land Use; Land Development)

Pre-Licensing Course(s): Real Estate Law

Broker Course(s): Brokerage (Sales Management); Valuing Real Property

Ziv Carmel **Approved**

Continuing Education: Module 6, 7 (Cost Segregation; EAct 179D; Tangible Property Regulations; Federal Tax Strategies for CRE)

Bruce Johnson **Approved**

Continuing Education: Module 6, 7 (Cost Segregation; EAct 179D; Tangible Property Regulations; Federal Tax Strategies for CRE)

Teresa Johnson **Approved**

Continuing Education: Module 6, 7 (Cost Segregation; EAct 179D; Tangible Property Regulations; Federal Tax Strategies for CRE)

Michael Perry **Approved**

Continuing Education: Module 6, 7 (Agency Relationships; Property Management; ABR; SRES; Mortgage Fraud; Short Sales; Real Estate Finance Today)

Patricia Moyer **Approved**

Continuing Education: Modules 2, 6, 7 (Professional Enhancement; Green 100; Green 200; Green 300; Short Sale; Seller Representation; Ethics; ABR; New Home Construction; SRES; Sustainable Housing and Building Green; Effective Negotiating; Networking and Referral Systems)

Flora Rubin **Approved**

Continuing Education: Modules 1, 4, 6, and 7 (ABR; Agency Topics; Road to Court; The Fine Art of Puffery and Fraud; Pre-Listing Property Inspections; Fair Housing Topics; Back to Basics)

Ruth Vella **Approved**

Continuing Education Module(s): New Licensee Modules 1-4; Modules 1-7 (Obtaining & Retaining Listings)

Pre-Licensing Course(s): Orientation; Real Estate Sales

Broker Course(s): Brokerage (Sales Management); Real Estate Documents; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment

Susan Giove **Approved**
Continuing Education: Module 7 (Appraisal BootCamp)

Jay Mast **Approved**
Continuing Education: Module 7 (Related Topics; General Business Related Topics)

Kristy Mast **Approved**
Continuing Education: Module 7 (Related Topics; General Business Related Topics)

Patricia Moore **Approved**
Continuing Education: New Licensee Modules 1-4; Modules 1-6

Pre-Licensing Course(s): Orientation; Real Estate Sales

Broker's Course(s): Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Ethics; Real Estate Investment
Cecil Harden **Approved**

Continuing Education: Modules 2, 6, 7 (All Real Estate Elective Topics)

Review of Resume(s) for Vacant Committee Seat

The Committee reviewed the resumes submitted by Judy Dean, Susan Giove, and Brigit Taylor for the vacant Committee seat. Mr. Rushe moved, seconded by Ms. Steele, to nominate Judy Dean to fill the vacant seat on the Committee. By unanimous vote, the motion carried. Ms. Judy Dean addressed the Committee and thanked them for the nomination.

CORRESPONDENCE

There was no correspondence for the Committee to review or discuss.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Ms. Klimowicz announced that this is her last meeting until November this year and the Committee will need to replace her seat on the Committee. She suggested reaching out to Ms. Juli Giles to see if she is willing to serve on the Education Committee. Ms. Brittingham will have Ms. Williams, the Committee's liaison, contact Ms. Giles to inquire if she would be willing to serve as a member on the Education Committee.

PUBLIC COMMENT

There was no public comment.

NEXT SCHEDULED MEETING

The next meeting will be held on Thursday July 6, 2017 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Ms. Brodoway moved, seconded by Ms. Oberdorf, to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 11:55 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Nicole M. Williams". The signature is written in a cursive, flowing style with a long horizontal stroke at the end.

Nicole M. Williams
Administrative Specialist III

The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.